

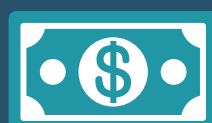
WHY SECURITY SITS ON THE SHELF

...AND WHAT **YOU** CAN DO ABOUT IT



\$115 per user (avg.)

amount spent on security software in 2014



\$33 of that was underutilized or never used at all

FEATURES CAN LEAD TO BIG-TIME FUTILITY

65% OF IT DECISION-MAKERS

said they are pressured to select and purchase security technologies with all the latest features...



...despite the fact that

35%

said they do not have the proper resources to effectively use all those features.



Security spending is expected to **increase by 8.2%** in 2015, but it will be money wasted if security controls are not used correctly

WHY SECURITY COLLECTS DUST: THE THREE BIG PROBLEMS

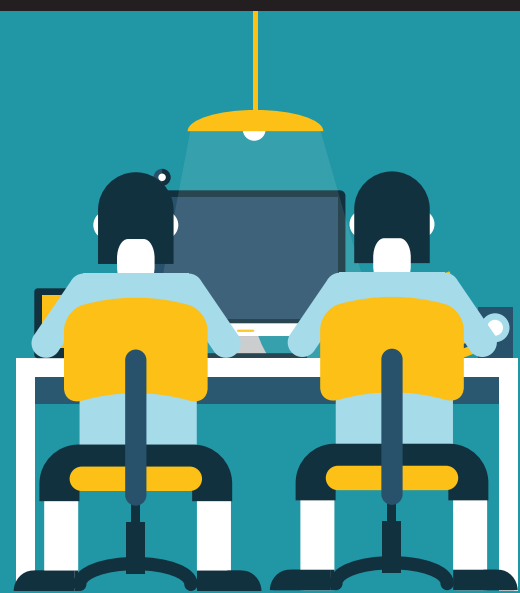
PROBLEM: LACK OF TIME



35% of IT practitioners said their department **has no time** or is **too busy** to properly implement the software

84%

OF IT PROS believe they'd need to **at least double their staff** to have enough time to respond to security pressures



When a third-party team of experts manages security, the in-house IT team has more time for other projects.

PROBLEM: LACK OF MANPOWER



33% said a **lack of manpower** keeps security purchases from being used

Loading...

49%

of security positions were left unfilled in 2014



A managed security services provider allows access to a **greater depth of security talent** than the typical in-house human resources.

PROBLEM: LACK OF UNDERSTANDING



19% of pros admitted IT **did not understand the software** well enough to implement it



Managed security services providers help ensure security technologies are properly installed, monitored and maintained throughout their lifecycle.

A FINAL WORD ON THE BENEFITS OF MANAGED SECURITY



79% OF IT PROS

believe leveraging cloud/managed services would reduce or eliminate the possibility that security software goes unused in their organization.

Sources: www.fierceitsecurity.com; www.pwc.com; www.ponemon.org; www.businesswire.com; Trustwave 2014 Security Pressures Report; Trustwave Security on the Shelf Report

Trustwave
Smart security on demand